

Message Text

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S/S - MR. BRIDGES

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FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

C O N F I D E N T I A L STATE 176881

NODIS

E.O. 11652: GDS

TAGS: PFOR, EG, US

SUBJECT: ESMAT SADAT AND FORD PROJECT

1. WAYNE FREDERICKS HAS INFORMED SOBER THAT A PERSON IDENTIFYING HIMSELF AS ESMAT SADAT (SPELLING OF FIRST NAME UNCERTAIN) CALLED ON HIM IN NEW YORK OFFICE ON JULY 14 IN CONNECTION WITH CURRENT FORD DISCUSSIONS IN EGYPT. SADAT SAID HE WAS PRESIDENT'S BROTHER AND, ACCORDING TO FREDERICKS, LOOKS VERY MUCH LIKE PRESIDENT. HE WAS ACCOMPANIED BY A MR. WALLER OF FIRST NATIONAL BANK OF HUNTSVILLE, TEXAS.

2. STATING HE WAS SPEAKING ON BEHALF OF HIMSELF AND HIS BROTHER (TO WHOM HE HAD TALKED THE PREVIOUS NIGHT), ESMAT SADAT SAID HIS BROTHER HAD LONG BEEN INTERESTED IN FORD'S RETURN TO EGYPT, BELIEVING IT WOULD LEAD TO THE ENTRANCE OF OTHER MAJOR COMPANIES. HE OFFERED VIEW THAT CLIMATE WAS NOW RIPE FOR A BREAK-THROUGH ON THE MAJOR POLITICAL PROBLEM FACING FORD, AND HE THOUGHT HE COULD BE INSTRUMENTAL IN THAT REGARD. HE AND HIS FAMILY HAVE PERSONAL INTEREST AND WOULD LIKE TO EXPLORE OBTAINING A FRANCHISE FOR SALE OF FORD

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PRODUCTS IN EGYPT. ESMAT WENT ON TO SAY THAT THEY WERE

PREPARED TO MOVE WITH DELIBERATE SPEED ON THIS MATTER WITHIN THE NEXT COUPLE OF MONTHS. (WALLER SAID FREDERICKS SHOULD

CONTACT HIM IN THIS REGARD RATHER THAN ATTEMPT DIRECT COMMUNICATION WITH ESMAT.) AT THAT POINT, FREDERICKS NOTED THAT FORD, OF COURSE, DEALS WITH EGYPTIAN REPRESENTATIVES IN STRICT ACCORD WITH GUIDANCE FROM GOE, AND NOTED CONTACTS WITH GAZARINE AND MINISTER SHAFEL. ESMAT RESPONDED THAT IT WAS GOOD TO WORK WITH SUCH OFFICIALS, BUT THAT HE COULD BE HELPFUL IN EXPEDITING ACTIONS. HE NOTED THAT THE PRESIDENT WANTS FOREIGN INVESTMENT: FOREIGNERS BELIEVE HIM BUT DISTRUST EGYPTIAN BUREAUCRACY.

3. ON DEPARTURE, ESMAT SAID HE WOULD BE BACK IN NEW YORK IN MID-AUGUST (THIS HAD BEEN HIS FIRST VISIT HERE) AND WOULD HOPE TO SEE FREDERICKS AT THAT TIME. LATTER SAYS HE NATURALLY MADE NO COMMITMENT WHATSOEVER ON DEALING WITH ESMAT. HE RECOGNIZES SENSITIVITY AND WOULD APPRECIATE ANY GUIDANCE WE WOULD LIKE TO SUGGEST. HE RECALLED A SIMILAR APPROACH MADE TO FORD LAST JANUARY BY ZAIN SADAT (CAIRO 830).

4. WE WILL BE REPORTING SEPARATELY ACCOUNT OF RECENT MEETING HERE WITH SENIOR FORD REPS ON THEIR INVESTMENT PROBLEM. MEANWHILE, WE WOULD WELCOME YOUR REACTION TO ESMAT SADAT'S APPROACH TO FREDERICKS AND YOUR SUGGESTIONS AS TO HOW WE MIGHT COUNSEL LATTER ON THIS MATTER. KISSINGER

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